**Article Summary Sheet**

**TITLE: ­­­­­­­­­­­­­­­­­­­­­­­**

**AUTHORS: (Cialdini et al, 1975)**

**YEAR:**

**INTRODUCTION:**

1) What is the empathy-altruism hypothesis?

2) What is the negative-state relief model?

3) What are the hypotheses of the first experiment?

 Hypothesis 1:

 Hypothesis 2:

 Hypothesis 3:

**EXPERIMENT 1 METHOD:**

1) How is ease of escape manipulated?

2) How is empathy manipulated?

3) How are emotional reactions measured?

4) What is the dependent variable?

**EXPERIMENT 1 DISCUSSION:**

What are the results of the study?

What are the implications of these results?

How does social desirability play a role?

**EXPERIMENT 2 INTRODUCTION:**

Describe the two models being pitted together.

What is the hypothesis of this study?

**EXPERIMENT 2 METHOD:**

How is empathy manipulated?

How was mood-fixing manipulated?

What was the dependent variable?

**EXPERIMENT 2 RESULTS:**

Briefly, what were the key results of the study?

Which model did the results support?

**GENERAL DISCUSSION:**

What did both experiments demonstrate?

What did experiment 1 show?

What did experiment 2 show?

What model do these findings support?